

# Monthly Indicators



## January 2021

Percent changes calculated using year-over-year comparisons.

New Listings were down 36.0 percent for single family homes but increased 6.8 percent for townhouse-condo properties. Pending Sales increased 32.4 percent for single family homes and 70.5 percent for townhouse-condo properties.

The Median Sales Price was up 23.8 percent to \$780,000 for single family homes but decreased 39.8 percent to \$579,750 for townhouse-condo properties. Days on Market decreased 2.2 percent for single family homes and 44.8 percent for condo properties.

The Mortgage Bankers Association's January research estimates approximately 2.7 million homeowners with mortgages are currently in forbearance plans. Some of these homes may eventually come to market, but given the strong appreciation in most market segments in recent years, these eventual home sales are likely to be mostly traditional sellers. However, a modest increase in short sales and foreclosures at some point this year would not be surprising.

## Activity Snapshot

**+ 20.4%**      **- 1.0%**      **- 52.4%**

One-Year Change in Sold Listings All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in Active Listings All Properties
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Residential real estate activity in the counties of Delta, Eagle, Garfield, Gunnison, Mesa, Moffat and Pitkin composed of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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# Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	1-2020	1-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		86	55	- 36.0%	86	55	- 36.0%
Pending Sales		71	94	+ 32.4%	71	94	+ 32.4%
Sold Listings		47	68	+ 44.7%	47	68	+ 44.7%
Median Sales Price		\$630,000	\$780,000	+ 23.8%	\$630,000	\$780,000	+ 23.8%
Avg. Sales Price		\$1,772,931	\$2,913,328	+ 64.3%	\$1,772,931	\$2,913,328	+ 64.3%
Pct. of List Price Received		95.4%	97.0%	+ 1.7%	95.4%	97.0%	+ 1.7%
Days on Market		90	88	- 2.2%	90	88	- 2.2%
Affordability Index		60	51	- 15.0%	60	51	- 15.0%
Active Listings		545	228	- 58.2%	--	--	--
Months Supply		7.0	2.3	- 67.1%	--	--	--

# Townhouse-Condo Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

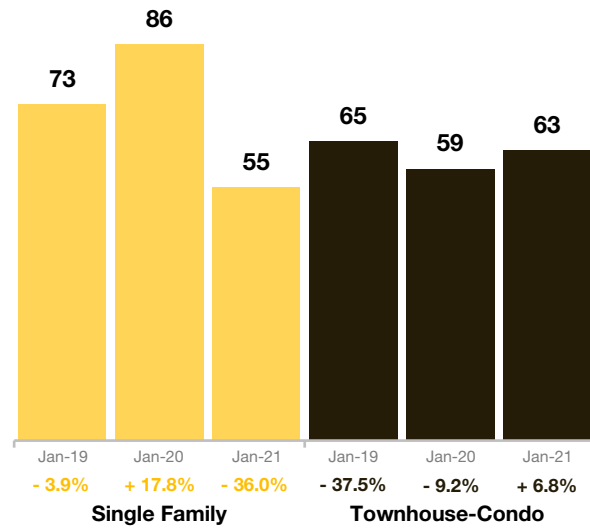


Key Metrics	Historical Sparkbars	1-2020	1-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		59	63	+ 6.8%	59	63	+ 6.8%
Pending Sales		44	75	+ 70.5%	44	75	+ 70.5%
Sold Listings		51	50	- 2.0%	51	50	- 2.0%
Median Sales Price		\$963,641	\$579,750	- 39.8%	\$963,641	\$579,750	- 39.8%
Avg. Sales Price		\$1,958,609	\$1,138,781	- 41.9%	\$1,958,609	\$1,138,781	- 41.9%
Pct. of List Price Received		96.0%	97.5%	+ 1.6%	96.0%	97.5%	+ 1.6%
Days on Market		163	90	- 44.8%	163	90	- 44.8%
Affordability Index		45	78	+ 73.3%	45	78	+ 73.3%
Active Listings		374	209	- 44.1%	--	--	--
Months Supply		6.5	3.2	- 50.8%	--	--	--

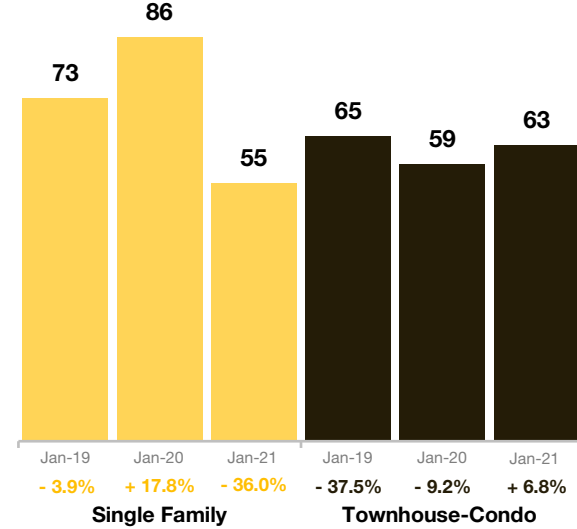
# New Listings



## January

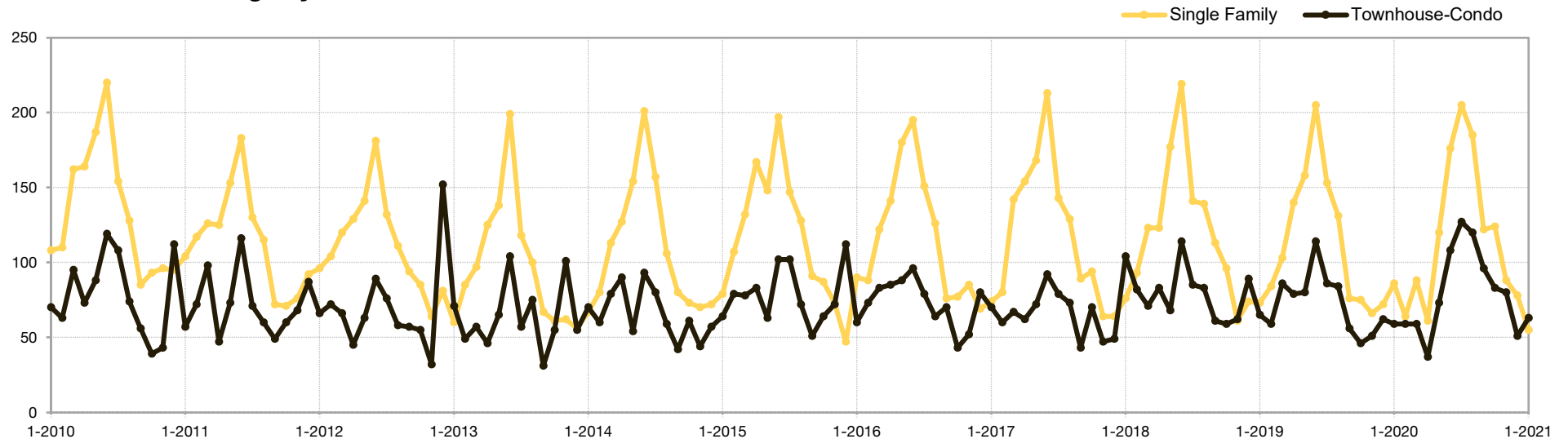


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2020	64	-23.8%	59	0.0%
Mar-2020	88	-14.6%	59	-31.4%
Apr-2020	61	-56.4%	37	-53.2%
May-2020	120	-24.1%	73	-8.8%
Jun-2020	176	-14.1%	108	-5.3%
Jul-2020	205	+34.0%	127	+47.7%
Aug-2020	185	+41.2%	120	+42.9%
Sep-2020	122	+60.5%	96	+71.4%
Oct-2020	124	+65.3%	83	+80.4%
Nov-2020	88	+33.3%	80	+56.9%
Dec-2020	78	+8.3%	51	-17.7%
Jan-2021	55	-36.0%	63	+6.8%

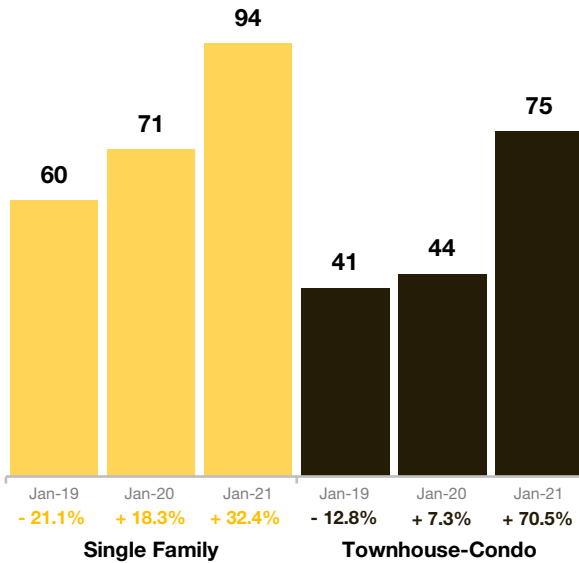
## Historical New Listings by Month



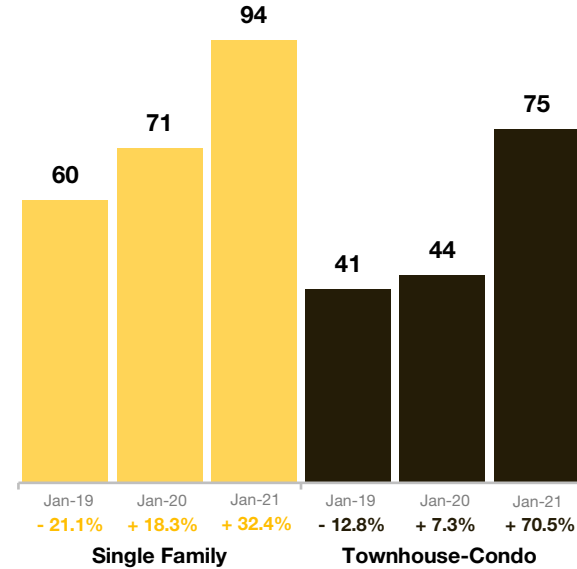
# Pending Sales



## January

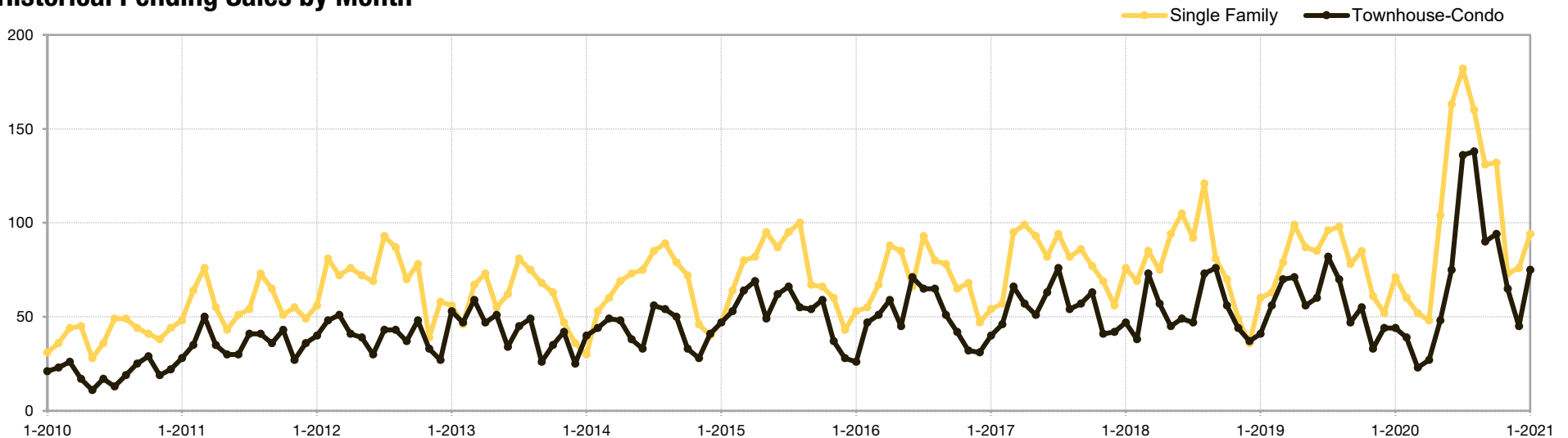


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2020	60	-4.8%	39	-30.4%
Mar-2020	52	-34.2%	23	-67.1%
Apr-2020	48	-51.5%	27	-62.0%
May-2020	104	+19.5%	48	-14.3%
Jun-2020	163	+91.8%	75	+25.0%
Jul-2020	182	+89.6%	136	+65.9%
Aug-2020	160	+63.3%	138	+97.1%
Sep-2020	131	+67.9%	90	+91.5%
Oct-2020	132	+55.3%	94	+70.9%
Nov-2020	73	+19.7%	65	+97.0%
Dec-2020	76	+46.2%	45	+2.3%
Jan-2021	94	+32.4%	75	+70.5%

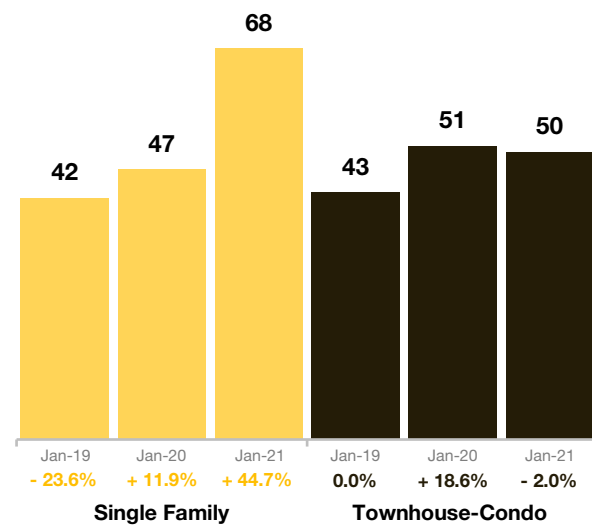
## Historical Pending Sales by Month



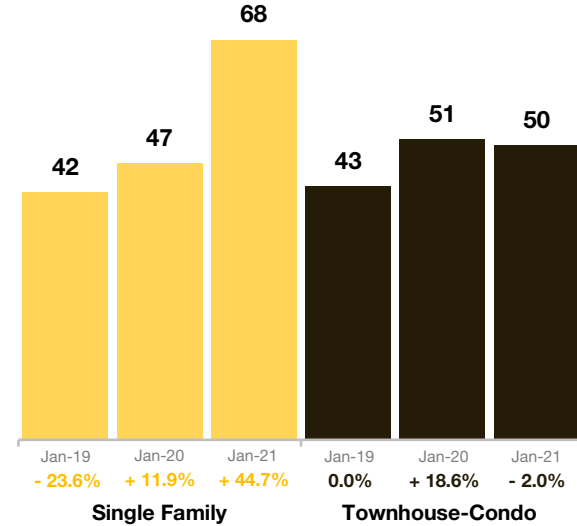
# Sold Listings



## January

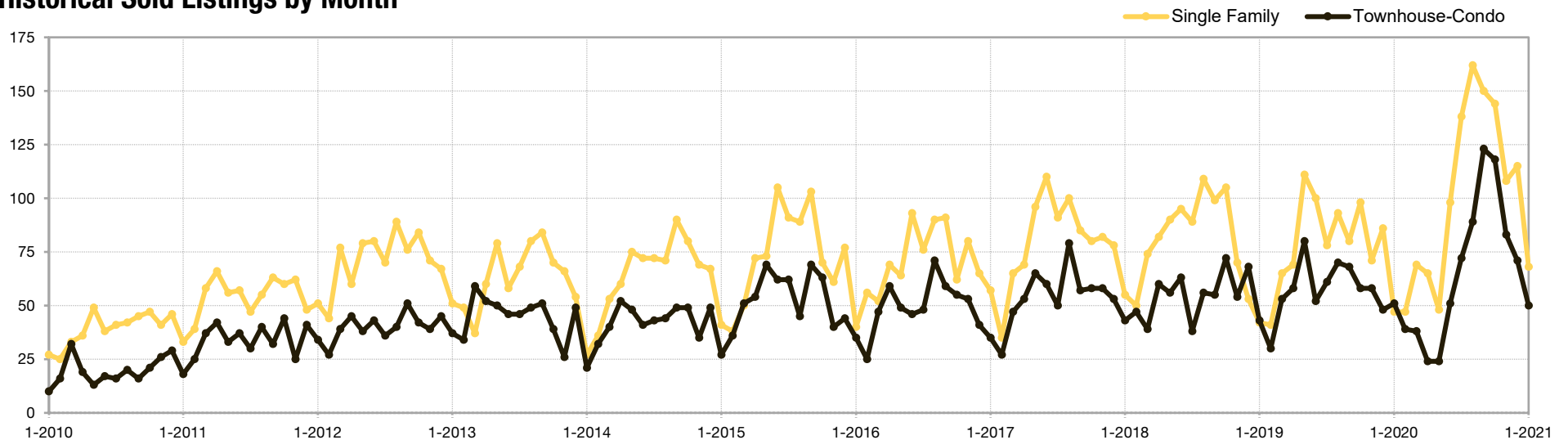


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2020	47	+14.6%	39	+30.0%
Mar-2020	69	+6.2%	38	-28.3%
Apr-2020	65	-5.8%	24	-58.6%
May-2020	48	-56.8%	24	-70.0%
Jun-2020	98	-2.0%	51	-1.9%
Jul-2020	138	+76.9%	72	+18.0%
Aug-2020	162	+74.2%	89	+27.1%
Sep-2020	150	+87.5%	123	+80.9%
Oct-2020	144	+46.9%	118	+103.4%
Nov-2020	108	+52.1%	83	+43.1%
Dec-2020	115	+33.7%	71	+47.9%
Jan-2021	68	+44.7%	50	-2.0%

## Historical Sold Listings by Month

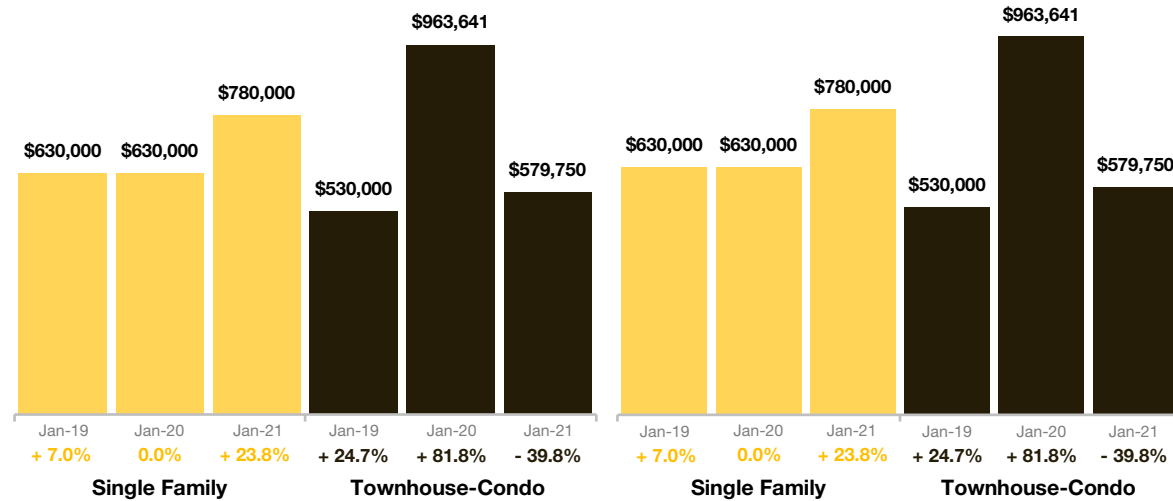


# Median Sales Price



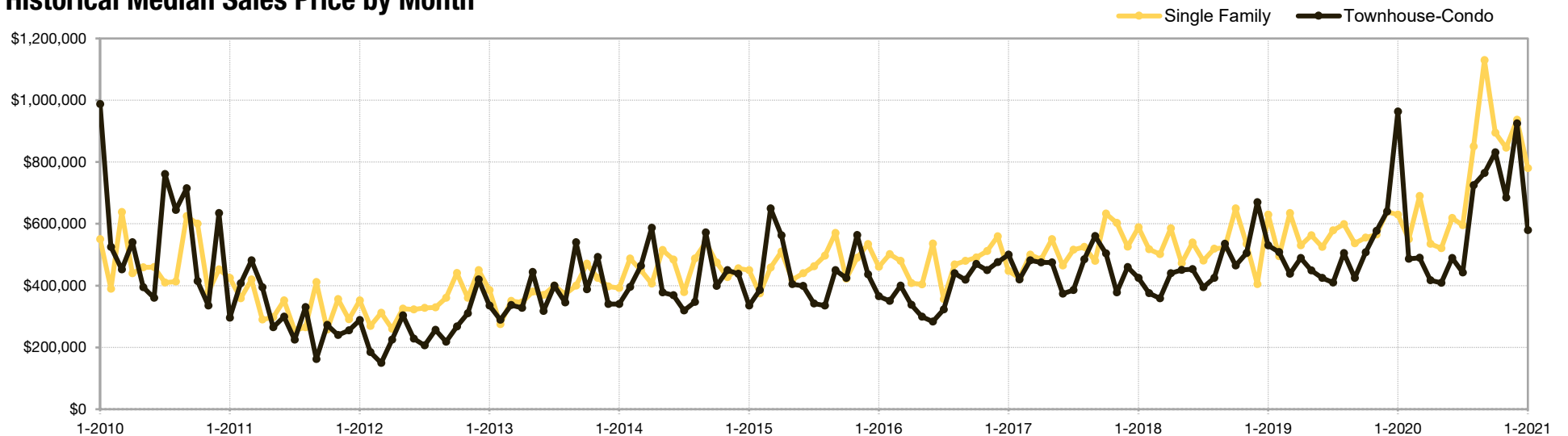
## January

## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2020	\$550,500	+11.2%	\$486,500	-4.4%
Mar-2020	\$690,000	+8.7%	\$490,000	+11.9%
Apr-2020	\$535,000	+0.9%	\$417,000	-14.8%
May-2020	\$521,250	-7.4%	\$408,450	-9.0%
Jun-2020	\$618,750	+17.9%	\$489,000	+15.2%
Jul-2020	\$595,000	+2.8%	\$442,500	+7.9%
Aug-2020	\$850,000	+42.0%	\$725,000	+43.6%
Sep-2020	\$1,130,000	+110.4%	\$764,000	+79.8%
Oct-2020	\$894,500	+61.2%	\$830,950	+63.7%
Nov-2020	\$845,900	+49.7%	\$685,000	+18.7%
Dec-2020	\$936,750	+46.6%	\$925,000	+44.5%
Jan-2021	\$780,000	+23.8%	\$579,750	-39.8%

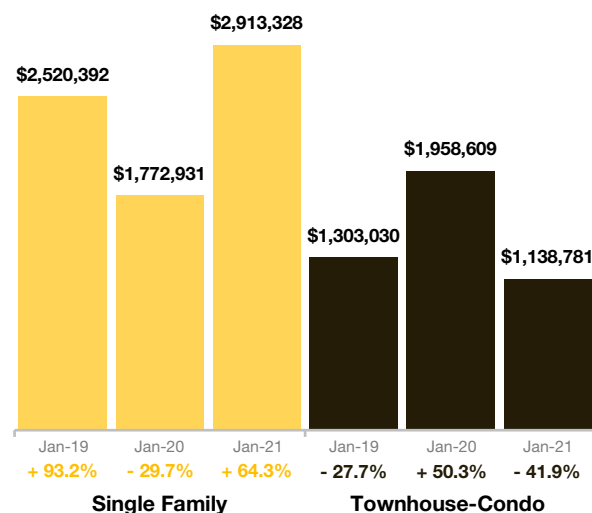
## Historical Median Sales Price by Month



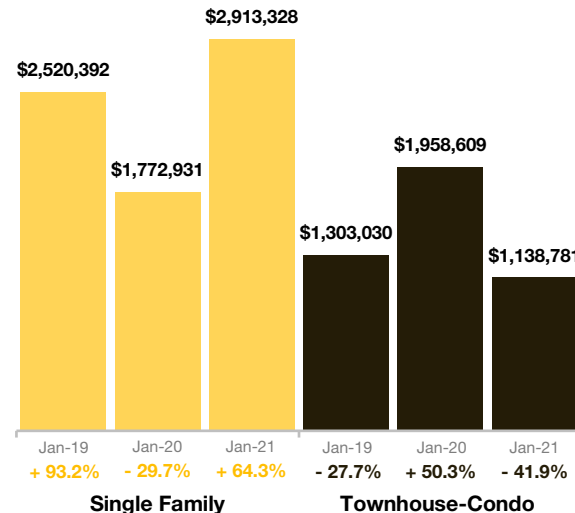
# Average Sales Price



## January

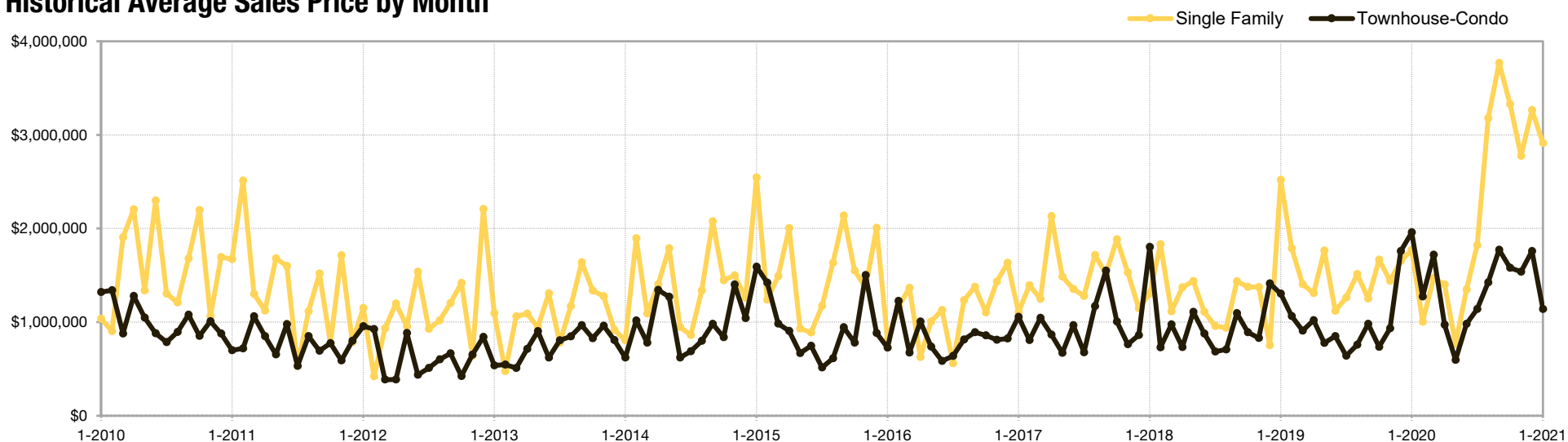


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2020	\$1,003,691	-43.9%	\$1,273,615	+19.6%
Mar-2020	\$1,471,272	+4.8%	\$1,720,815	+89.6%
Apr-2020	\$1,402,203	+7.0%	\$973,632	-4.5%
May-2020	\$767,321	-56.5%	\$597,413	-23.2%
Jun-2020	\$1,349,487	+20.6%	\$981,921	+15.6%
Jul-2020	\$1,821,409	+44.3%	\$1,139,135	+77.5%
Aug-2020	\$3,176,465	+110.0%	\$1,424,948	+88.2%
Sep-2020	\$3,769,222	+201.1%	\$1,772,673	+80.5%
Oct-2020	\$3,327,587	+99.8%	\$1,581,246	+114.7%
Nov-2020	\$2,777,213	+92.7%	\$1,537,472	+64.6%
Dec-2020	\$3,264,382	+97.5%	\$1,759,540	+0.1%
Jan-2021	\$2,913,328	+64.3%	\$1,138,781	-41.9%

## Historical Average Sales Price by Month



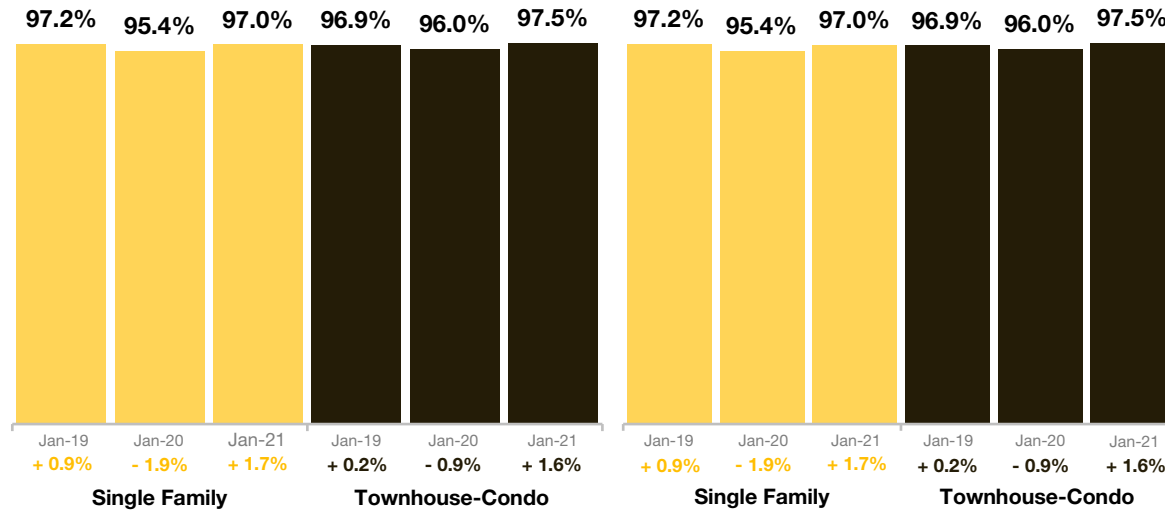


# Percent of List Price Received



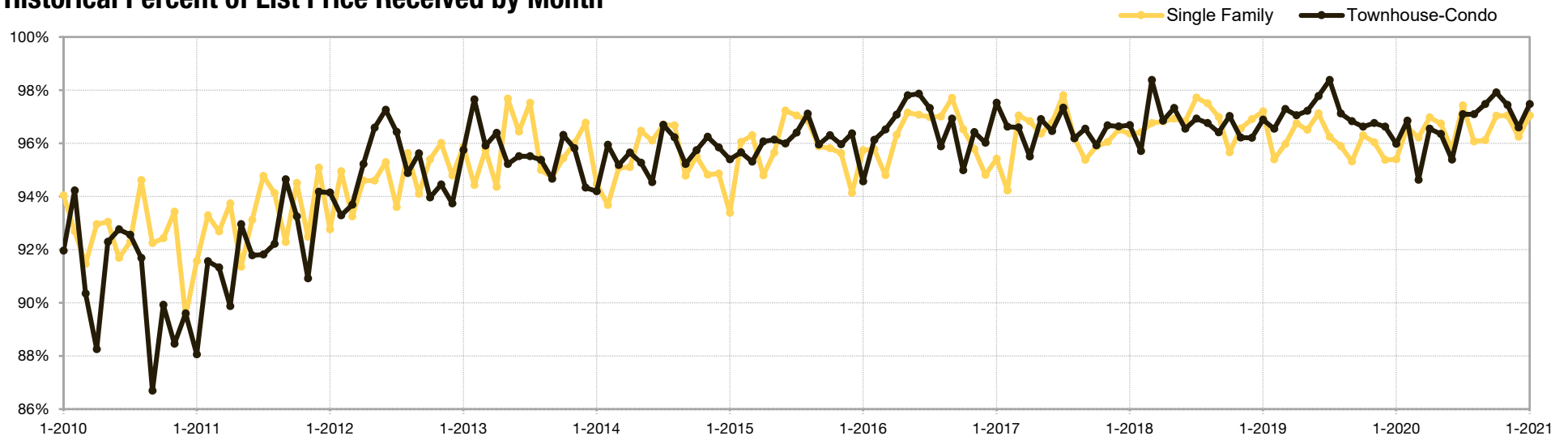
## January

## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2020	96.6%	+1.3%	96.8%	+0.3%
Mar-2020	96.2%	+0.2%	94.6%	-2.8%
Apr-2020	97.0%	+0.3%	96.5%	-0.5%
May-2020	96.7%	+0.2%	96.3%	-0.9%
Jun-2020	95.8%	-1.3%	95.4%	-2.5%
Jul-2020	97.4%	+1.2%	97.1%	-1.3%
Aug-2020	96.1%	+0.2%	97.1%	0.0%
Sep-2020	96.1%	+0.8%	97.5%	+0.7%
Oct-2020	97.0%	+0.7%	97.9%	+1.3%
Nov-2020	97.0%	+1.0%	97.4%	+0.6%
Dec-2020	96.2%	+0.8%	96.6%	0.0%
Jan-2021	97.0%	+1.7%	97.5%	+1.6%

## Historical Percent of List Price Received by Month

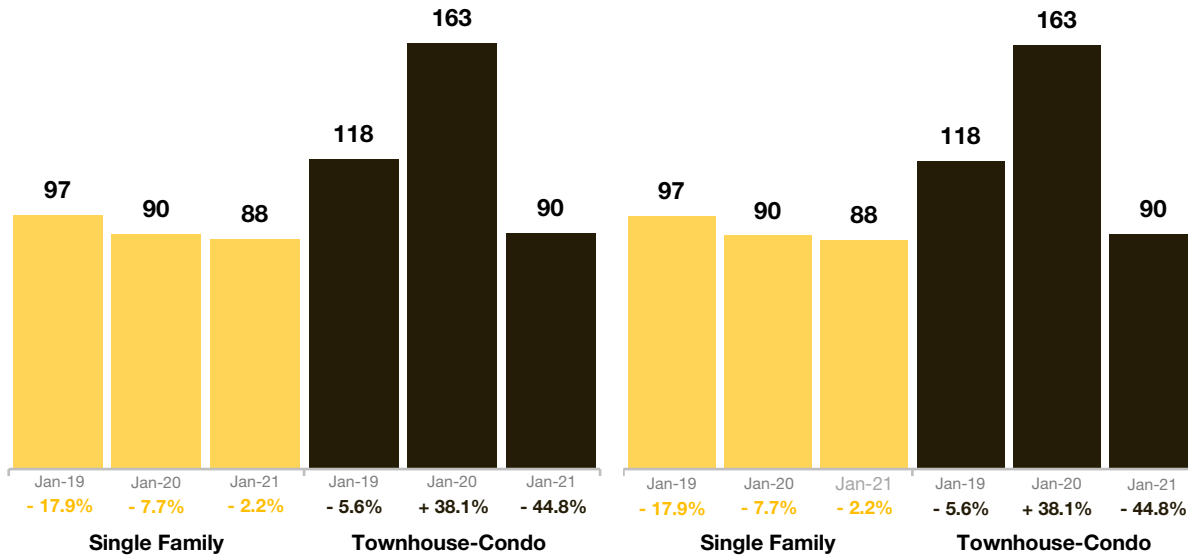


# Days on Market Until Sale



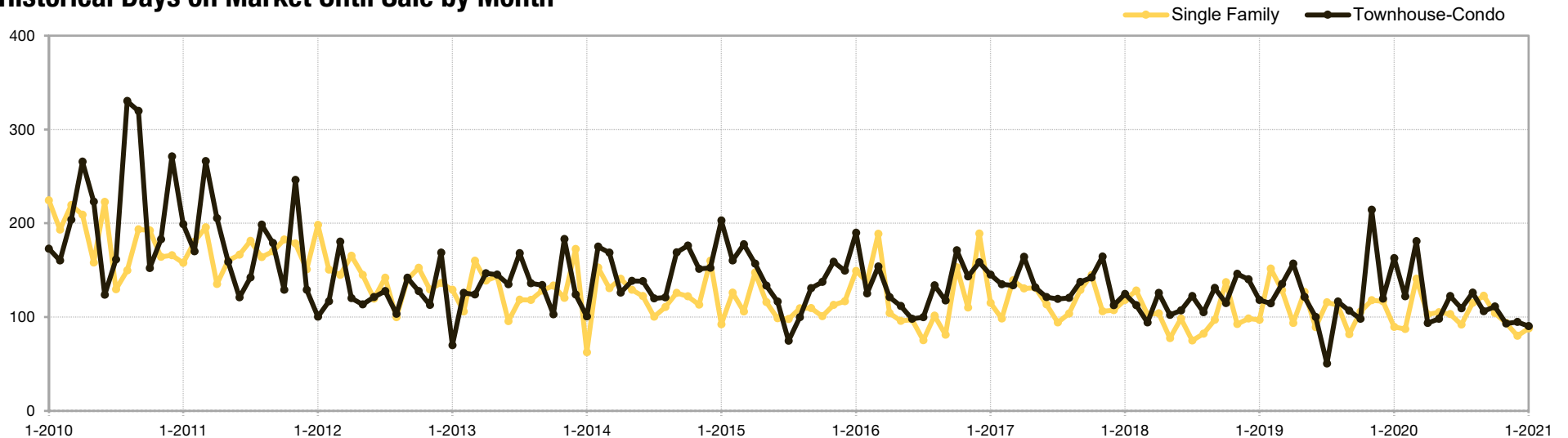
## January

## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2020	87	-42.8%	122	+6.1%
Mar-2020	141	+9.3%	181	+34.1%
Apr-2020	103	+9.6%	94	-40.1%
May-2020	105	-17.3%	98	-19.0%
Jun-2020	103	+15.7%	122	+22.0%
Jul-2020	92	-20.7%	109	+113.7%
Aug-2020	115	+1.8%	126	+7.7%
Sep-2020	123	+50.0%	106	-0.9%
Oct-2020	104	-1.9%	111	+13.3%
Nov-2020	94	-20.3%	93	-56.5%
Dec-2020	80	-31.6%	95	-20.8%
Jan-2021	88	-2.2%	90	-44.8%

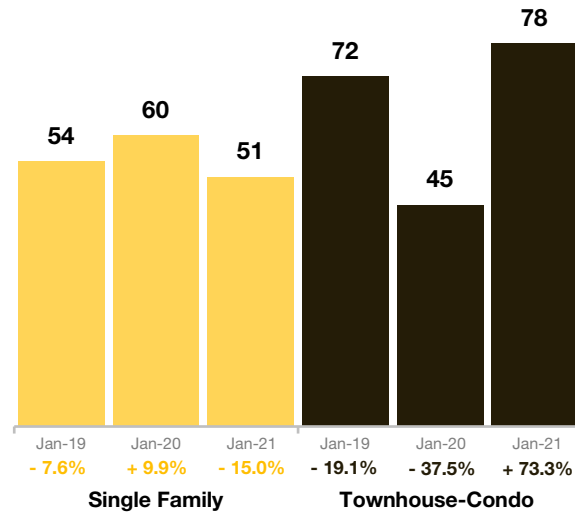
## Historical Days on Market Until Sale by Month



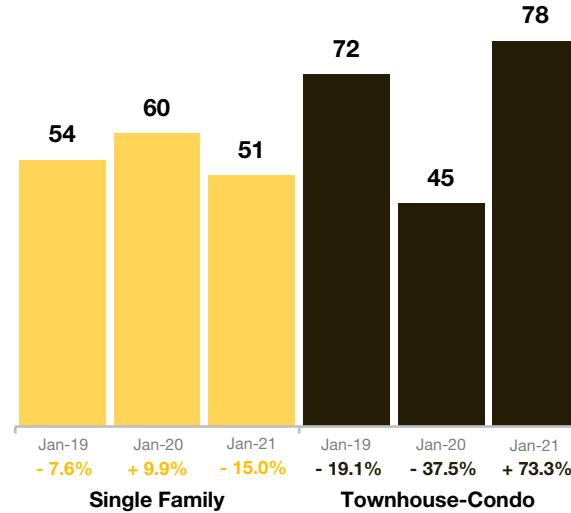
# Housing Affordability Index



## January

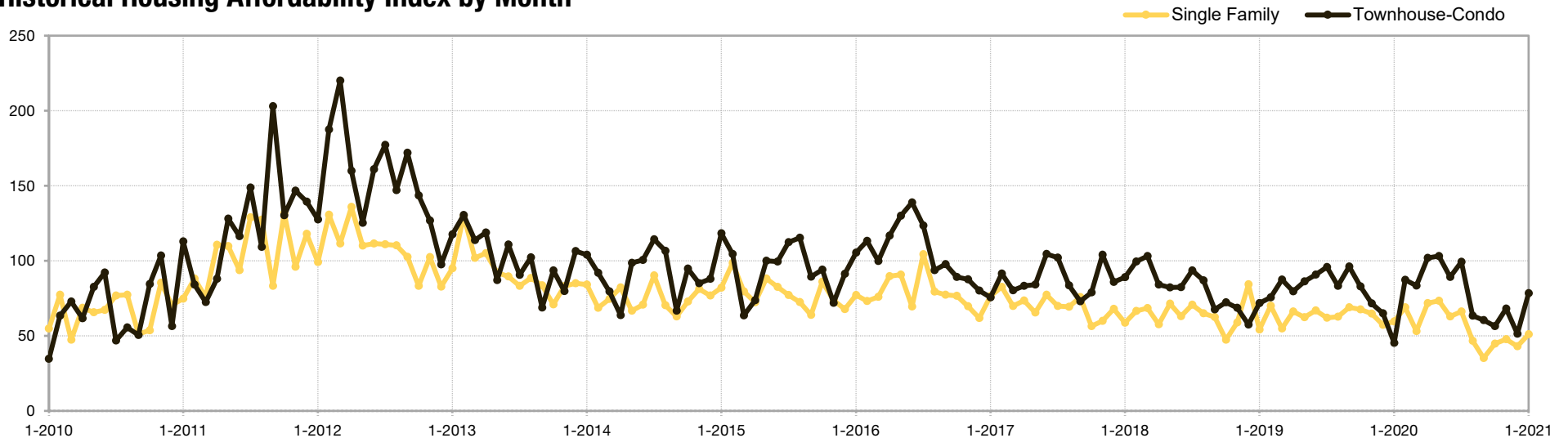


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2020	69	-1.4%	87	+14.5%
Mar-2020	53	-3.6%	83	-4.6%
Apr-2020	72	+9.1%	102	+27.5%
May-2020	73	+17.7%	103	+19.8%
Jun-2020	63	-6.0%	89	-2.2%
Jul-2020	66	+6.5%	99	+3.1%
Aug-2020	47	-25.4%	63	-24.1%
Sep-2020	35	-49.3%	60	-37.5%
Oct-2020	45	-33.8%	56	-32.5%
Nov-2020	48	-26.2%	68	-5.6%
Dec-2020	43	-24.6%	51	-21.5%
Jan-2021	51	-15.0%	78	+73.3%

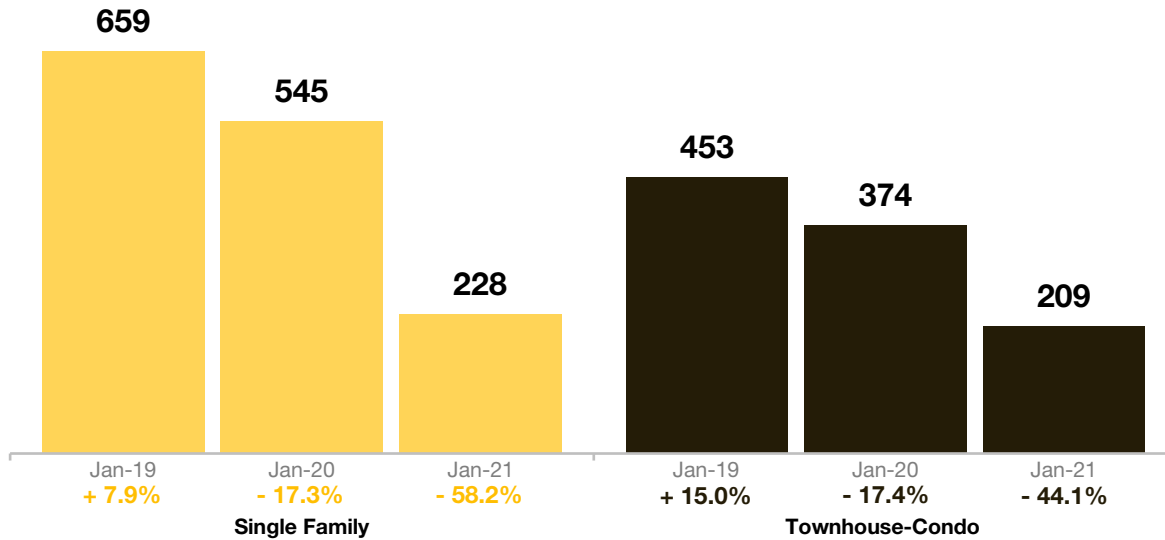
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

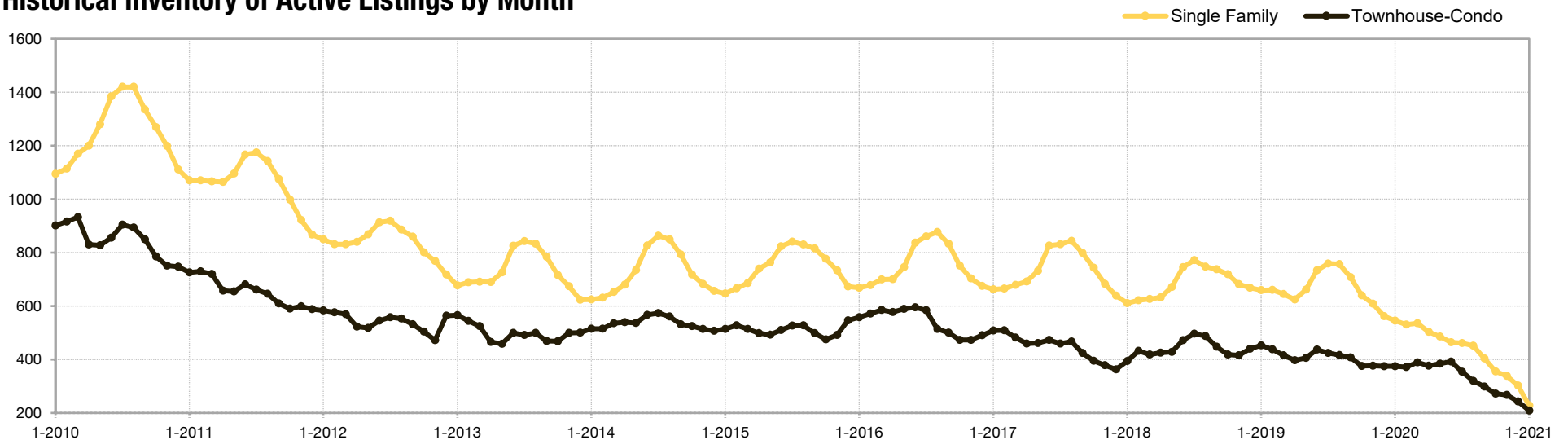


## January



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2020	531	-19.5%	372	-15.1%
Mar-2020	535	-17.1%	389	-6.3%
Apr-2020	503	-19.4%	376	-5.3%
May-2020	486	-26.5%	384	-5.4%
Jun-2020	464	-36.8%	392	-10.3%
Jul-2020	461	-39.3%	354	-16.5%
Aug-2020	452	-40.3%	320	-23.1%
Sep-2020	404	-42.9%	298	-27.0%
Oct-2020	355	-44.5%	272	-27.5%
Nov-2020	338	-44.5%	267	-29.0%
Dec-2020	302	-46.3%	243	-35.0%
Jan-2021	228	-58.2%	209	-44.1%

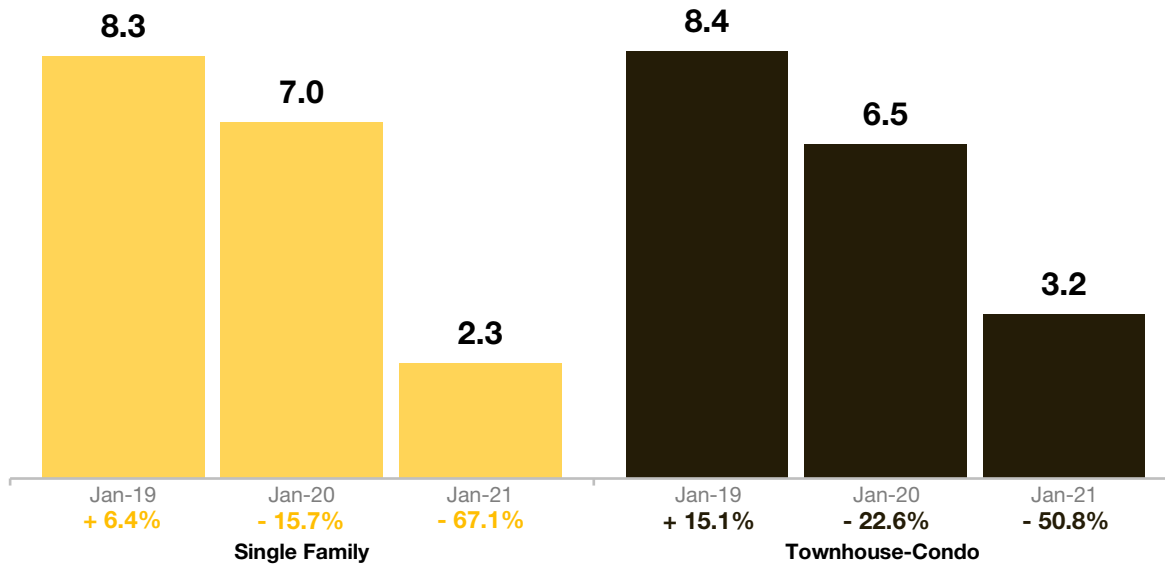
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

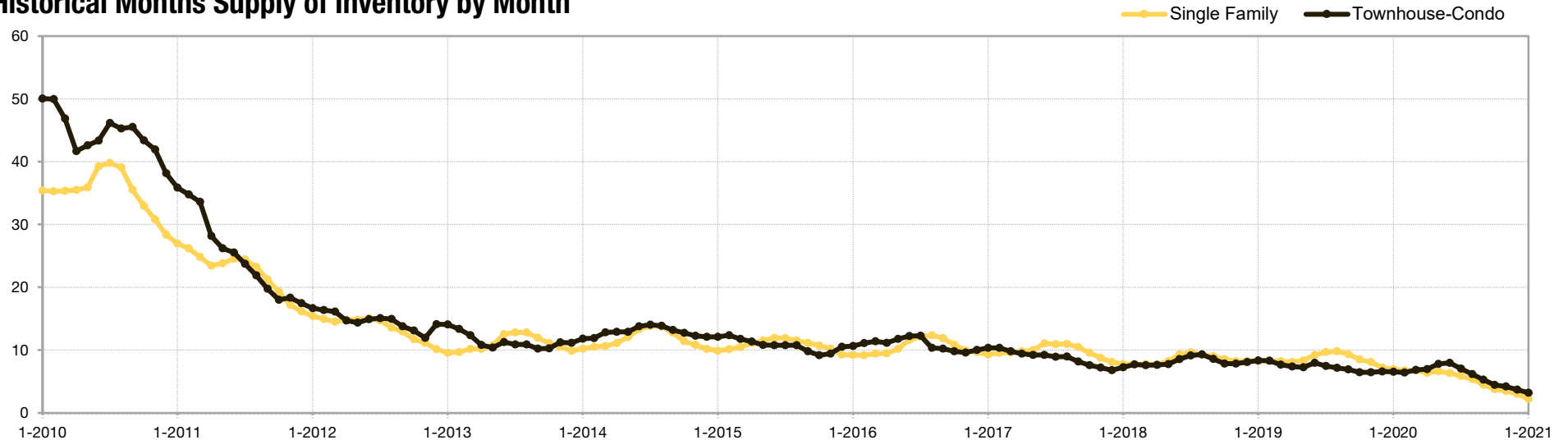


## January



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2020	6.7	-19.3%	6.4	-22.9%
Mar-2020	6.8	-17.1%	6.9	-10.4%
Apr-2020	6.4	-21.0%	7.0	-5.4%
May-2020	6.6	-21.4%	7.8	+6.8%
Jun-2020	6.3	-31.5%	8.0	0.0%
Jul-2020	5.9	-39.2%	7.1	-5.3%
Aug-2020	5.4	-44.9%	6.2	-13.9%
Sep-2020	4.5	-52.1%	5.3	-23.2%
Oct-2020	3.8	-55.3%	4.4	-32.3%
Nov-2020	3.5	-56.8%	4.2	-35.4%
Dec-2020	3.0	-58.3%	3.7	-43.9%
Jan-2021	2.3	-67.1%	3.2	-50.8%

## Historical Months Supply of Inventory by Month



# Total Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



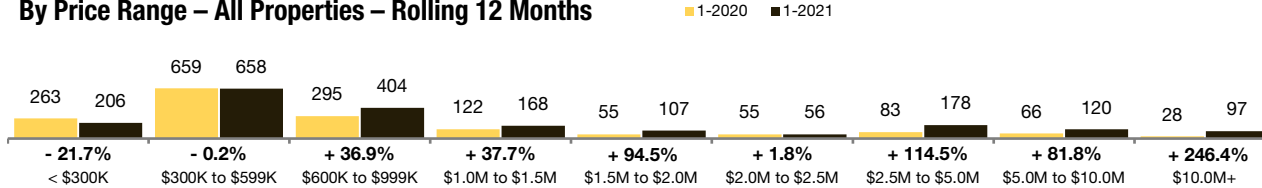
Key Metrics	Historical Sparkbars	1-2020	1-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		145	118	- 18.6%	145	118	- 18.6%
Pending Sales		115	169	+ 47.0%	115	169	+ 47.0%
Sold Listings		98	118	+ 20.4%	98	118	+ 20.4%
Median Sales Price		\$662,500	\$656,000	- 1.0%	\$662,500	\$656,000	- 1.0%
Avg. Sales Price		\$1,869,560	\$2,161,401	+ 15.6%	\$1,869,560	\$2,161,401	+ 15.6%
Pct. of List Price Received		95.7%	97.2%	+ 1.6%	95.7%	97.2%	+ 1.6%
Days on Market		127	89	- 29.9%	127	89	- 29.9%
Affordability Index		57	61	+ 7.0%	57	61	+ 7.0%
Active Listings		919	437	- 52.4%	--	--	--
Months Supply		6.8	2.6	- 61.8%	--	--	--

# Sold Listings

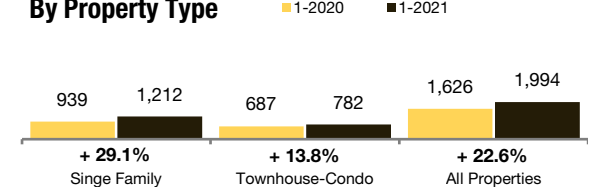
Actual sales that have closed in a given month.



## By Price Range – All Properties – Rolling 12 Months



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Condo		
	1-2020	1-2021	Change	1-2020	1-2021	Change
\$299,999 and Below	111	69	- 37.8%	152	137	- 9.9%
\$300,000 to \$599,999	386	413	+ 7.0%	273	245	- 10.3%
\$600,000 to \$999,999	200	262	+ 31.0%	95	142	+ 49.5%
\$1,000,000 to \$1,499,999	74	109	+ 47.3%	48	59	+ 22.9%
\$1,500,000 to \$1,999,999	22	67	+ 204.5%	33	40	+ 21.2%
\$2,000,000 to \$2,499,999	22	24	+ 9.1%	33	32	- 3.0%
\$2,500,000 to \$4,999,999	49	96	+ 95.9%	34	82	+ 141.2%
\$5,000,000 to \$9,999,999	51	86	+ 68.6%	15	34	+ 126.7%
\$10,000,000 and Above	24	86	+ 258.3%	4	11	+ 175.0%
<b>All Price Ranges</b>	<b>939</b>	<b>1,212</b>	<b>+ 29.1%</b>	<b>687</b>	<b>782</b>	<b>+ 13.8%</b>

### Compared to Prior Month

	Single Family			Condo		
	12-2020	1-2021	Change	12-2020	1-2021	Change
	5	4	- 20.0%	12	9	- 25.0%
	29	22	- 24.1%	15	18	+ 20.0%
	27	13	- 51.9%	14	11	- 21.4%
	10	7	- 30.0%	8	3	- 62.5%
	9	6	- 33.3%	5	1	- 80.0%
	2	0	- 100.0%	4	3	- 25.0%
	13	5	- 61.5%	9	3	- 66.7%
	9	6	- 33.3%	2	2	0.0%
	11	5	- 54.5%	2	0	- 100.0%
<b>All Price Ranges</b>	<b>115</b>	<b>68</b>	<b>- 40.9%</b>	<b>71</b>	<b>50</b>	<b>- 29.6%</b>

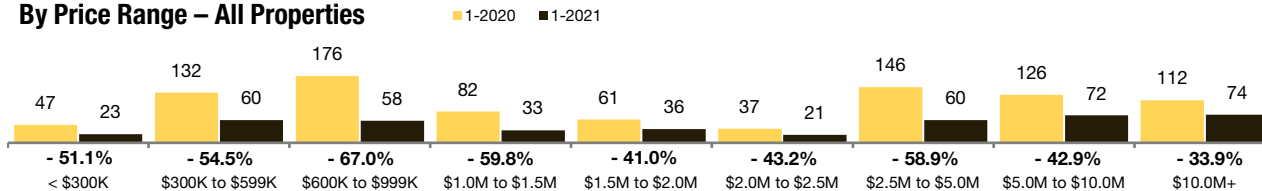
### Year to Date

	Single Family			Condo		
	1-2020	1-2021	Change	1-2020	1-2021	Change
	7	4	- 42.9%	8	9	+ 12.5%
	15	22	+ 46.7%	13	18	+ 38.5%
	12	13	+ 8.3%	7	11	+ 57.1%
	6	7	+ 16.7%	6	3	- 50.0%
	0	6	--	3	1	- 66.7%
	1	0	- 100.0%	6	3	- 50.0%
	2	5	+ 150.0%	3	3	0.0%
	2	6	+ 200.0%	3	2	- 33.3%
	2	5	+ 150.0%	2	0	- 100.0%
<b>All Price Ranges</b>	<b>47</b>	<b>68</b>	<b>+ 44.7%</b>	<b>51</b>	<b>50</b>	<b>- 2.0%</b>

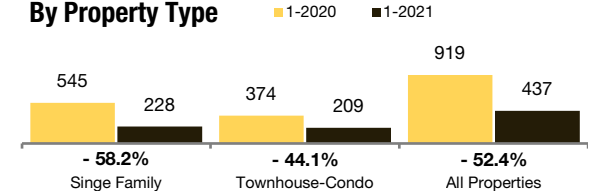
# Inventory of Active Listings

A measure of the number of homes available for sale at a given time.

## By Price Range – All Properties



## By Property Type



### Compared to Prior Year

By Price Range	Single Family			Condo		
	1-2020	1-2021	Change	1-2020	1-2021	Change
\$299,999 and Below	10	3	- 70.0%	37	20	- 45.9%
\$300,000 to \$599,999	59	15	- 74.6%	73	45	- 38.4%
\$600,000 to \$999,999	96	29	- 69.8%	80	29	- 63.8%
\$1,000,000 to \$1,499,999	36	12	- 66.7%	46	21	- 54.3%
\$1,500,000 to \$1,999,999	45	19	- 57.8%	16	17	+ 6.3%
\$2,000,000 to \$2,499,999	15	10	- 33.3%	22	11	- 50.0%
\$2,500,000 to \$4,999,999	85	27	- 68.2%	61	33	- 45.9%
\$5,000,000 to \$9,999,999	104	49	- 52.9%	22	23	+ 4.5%
\$10,000,000 and Above	95	64	- 32.6%	17	10	- 41.2%
<b>All Price Ranges</b>	<b>545</b>	<b>228</b>	<b>- 58.2%</b>	<b>374</b>	<b>209</b>	<b>- 44.1%</b>

### Compared to Prior Month

	Single Family			Condo		
	12-2020	1-2021	Change	12-2020	1-2021	Change
	6	3	- 50.0%	29	20	- 31.0%
	43	15	- 65.1%	55	45	- 18.2%
	43	29	- 32.6%	35	29	- 17.1%
	14	12	- 14.3%	28	21	- 25.0%
	24	19	- 20.8%	19	17	- 10.5%
	13	10	- 23.1%	15	11	- 26.7%
	31	27	- 12.9%	38	33	- 13.2%
	53	49	- 7.5%	13	23	+ 76.9%
	75	64	- 14.7%	11	10	- 9.1%
<b>All Price Ranges</b>	<b>302</b>	<b>228</b>	<b>- 24.5%</b>	<b>243</b>	<b>209</b>	<b>- 14.0%</b>

### Year to Date

Single Family	Condo
There are no year-to-date figures for inventory because it is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.	

# Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



<b>New Listings</b>	A measure of how much new supply is coming onto the market from sellers.
<b>Pending Sales</b>	A count of all the listings that went into pending status during the reported period. Pending listings are counted at the end of the reported period. Each listing can only be counted one time. If a listing goes into Pending, out of Pending, then back into Pending all in one reported period, this listing would only be counted once. This is the most real-time measure possible for home buyer activity, as it measures signed contracts on sales rather than the actual closed sale. As such, it is called a "leading indicator" of buyer demand.
<b>Sold Listings</b>	A measure of home sales that were closed to completion during the report period.
<b>Median Sales Price</b>	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
<b>Average Sales Price</b>	A sum of all home sales prices divided by total number of sales.
<b>Percent of List Price Received</b>	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
<b>Days on Market Until Sale</b>	A measure of how long it takes homes to sell, on average.
<b>Housing Affordability Index</b>	A measure of how affordable a region's housing is to its consumers. A higher number means greater affordability. The index is based on interest rates, median sales price and median income by county.
<b>Inventory of Active Listings</b>	A measure of the number of homes available for sale at a given time. The availability of homes for sale has a big effect on supply-demand dynamics and home prices.
<b>Months Supply of Inventory</b>	A measure of how balanced the market is between buyers and sellers. It is expressed as the number of months it would hypothetically take to sell through all the available homes for sale, given current levels of home sales. A balanced market ranges from 4 to 7 months of supply. A buyer's market has a higher number, reflecting fewer buyers relative to homes for sale. A seller's market has a lower number, reflecting more buyers relative to homes for sale.